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O. M. Scott & Sons Company

FIELD SEEDS SINCE 1870

Marysville, Ohio

February 17, 1930

Mr. Sower of
Scott's Seed.

Dear Sir:

By now we hope you have found time to read our 1930 Seed Guide clear through. It was sent to you early so that you would have more time to read it and make your spring seeding plans.

Possibly you have already sent us your order, but whether you have or not we urge you to read carefully the last-minute market news printed on the inside pages. Clover seed is still priced low, compared to other years, and, even more important, we are furnishing seed raised in the regular producing territories where the best and hardiest seed is grown. This year there is no reason for buying seed produced in Idaho, Utah, Oregon, or any of the other western states—which have supplied most of the seed in the last few years.

We have recently installed several new recleaning mills which enable us to send you better seed than ever before. It is our constant policy to make Scott's Seeds as free from weeds and waste matter as it is possible to make them.

On the back page you will find copies of letters received from some of our customers who have already received their 1930 seed from us. If you'll send us your order now, we believe you will be as pleased as they are.

Perhaps you would like samples. If so we'll be glad to send them.

Yours cordially,

O. M. SCOTT & SONS CO.

P. S. It is a satisfaction to say that we have a good supply of our Little Cob Yellow Dent corn, that is of high germination.



Showing Mrs. Milton Colwell and her sister, Miss Ida M. Heacock, who have been farming 636 acres for over 18 years. Mrs. Colwell is shown at the extreme left while Miss Heacock is the second person to her right.

Widow and Sister Farm 636 Acres

In these days of unfavorable farming conditions it is unusual to find two women successfully operating a 636 acre farm. However, Mrs. Milton Colwell and her sister, Miss Ida Heacock, have been doing this since the death of Mrs. Colwell's husband over 18 years ago. Their farm is located in Gallia County, Ohio, near Vinton. We may best describe their operations in the following letter which we received from them this spring:

"You ask for history of our doings. There is not much to tell, only we own and manage this farm like many other farmers—by hard work and attending strictly to business. We buy our field seeds from O. M. Scott & Sons Company of Marysville, Ohio, and find them to be of the best quality. We keep three men during the summer season to grow and harvest the crops, also hire additional help much of the time. Just hire two men in winter to feed and care for stock, plow and get ready for spring work. We keep horses, milk cows, hogs, sheep, and quite a bit of poultry, chickens and turkeys.

"Some farmers have become discouraged with farming as there is not much net profit in it, but we have never known any other occupation. We love the home and farm as it has always afforded us a generous living with solid comfort."

During the 18 years that the two sisters have been in charge of this farm they have purchased over 4,000 pounds of Scott's Seeds. We believe that the sowing of pure seed has had no small part in furnishing them with a comfortable and generous living.

WATCH FOR SOYBEAN BULLETIN

About the first of April we will mail you the latest information about Soybeans and other late crops. It will be worth your while to watch for this as well as the price list that will accompany it. We are in close touch with all of the Soybean producing sections and so are at all times well acquainted with the seed situation.

Family Proposition in Wayne County, W. Va.

The sowing of Scott's Seeds seems to have become a family tradition with the Cyrus' in Wayne county, West Virginia. It all seems to have started back in 1917 when we first sold Mr. H. F. Cyrus of Whites Creek. The same year he referred two of his cousins, B. B. Cyrus and W. F. Cyrus, both of Whites Creek, and they also purchased Scott's Seed that spring. B. B. and W. F. are brothers but they farm separately.

In 1918 Mr. Millard Cyrus of Kenova, brother of the original H. F., also started using Scott's Seeds. Since that time he alone has purchased over 14,000 pounds of seed from us. The newest member of the family to come into the family of Scott's Seed users was Mr. A. J. Cyrus, also of Whites Creek.

During the period of years from 1917 to 1929 these men have sown Scott's Seed every year. Their total purchases have amounted to 27,265 pounds.

The best seed on the poorest soil returns more than poor seed on the best soil.

DOES INOCULATION OF LEGUMES PAY?

AUTHORITATIVE PROOF THAT
IT DOES PRESENTED HERE.

We quote from a United States Department of Agriculture report issued in November, 1929:

"To plant soybeans from the same lot of seed in the same field during the same summer with the same amount of fertilizer and make one plot yield three times the weight of cured hay as another plot is an accomplishment worthy of mention. Such an increase, measured in terms of the weight of dried hay resulted during the past summer from the inoculation of soybean seed with nodule bacteria, according to observations and measurements recently completed by specialists in soil microbiology of the United States Department of Agriculture."

"In a 30-acre field upon a high hill on the farm of F. R. Fred, near Middleburg, Va., the supply of inoculated seed ran out temporarily at the time of planting and the seed drill was run with untreated seed for several trips around the sides of a large square of land until more seed could be treated and placed in the drill. Then the seeding was completed with the inoculated seed. Long before harvest time the result became visible to the whole countryside. From the lowlands and from the opposite hills a great yellow square became more and more distinct as the acres of inoculated soybean hay grew steadily greener and darker and the plants from uninoculated seed grew yellower and brighter."

The actual differences resulting from the inoculation were quite striking. Fifty plants taken from each portion of the field showed that the treated plants grew to an average height of 39 inches, the untreated averaged 23 inches; the hay from the inoculated seed was estimated at 2½ tons to the acre and only ¾ ton for the other; and, finally an actual analysis showed the inoculated plants to contain approximately twice the percentage of protein as the others, thereby giving the inoculated crop a much greater feeding value.

How About Clovers?

The above is conclusive proof that it pays to inoculate soybeans, but what about red clover and other legumes? Here again we quote from agriculture authorities, namely the New York Agricultural College. Under the head-

ing "Does Clover Seed Need Inoculation" they wrote:

"When clover seed is being put out on poor neglected land that has not carried a clover seeding within eight or ten years and when the other requirements for a successful seeding are met, it is quite likely that the use of inoculation will increase yields or turn only a fair crop into a very good one. Also when clover is put out on land where it has recently failed, the use of inoculation on the seed will probably increase the yield provided, of course, that the soil has been properly prepared, limed, and fertilized, and that seed adapted to the situation is used."

Using Scott's Guaranteed Bacteria will insure successful inoculation. We guarantee that it will produce nodules and prove satisfactory in every way. If it fails to please you, we will cheerfully refund the purchase price.

Treating your legumes with Scott's Bacteria is cheap crop insurance. It costs less than 25c per acre for clovers and other small seeds. In ordering be sure to specify the kind of seed to be treated.

We Guarantee Safe Delivery

If your shipment of seed arrives in bad order and some of it has been lost, (this doesn't happen often) we want you to let us know so that we can replace the seed or make a refund for the loss. All you need to do is to have your freight agent make a notation on the freight bill telling the nature of the damage, number of bags torn and the amount of seed short. Then if you will send this bill to us, we will immediately adjust the matter according to your wishes and save you the trouble of filing a claim against the railroad company.

"I received the 28 pounds of seed you sent me to cover the loss in shipment, said loss caused by carelessness of railroad employees and not by ourselves.

"I wish to thank you for the excellent quality of seed furnished, also for your business courtesy to me. I assure you that everything was very satisfactory."

—N. L. Schein, Williamsport, Ohio.

TIMOTHY WITH ALSIKE.

Note on our price list that we will furnish timothy with a streak of alsike in it at the same price as straight timothy. This makes an economical purchase and should not be overlooked.

Seed Corn

The seed corn situation is a little different than expected. Early investigation led authorities to believe that there would be just about no corn at all but, in Ohio at least, corn is growing much better than predicted. As a result we can lower our price so that seed corn is just about the same price as in normal years. If we do not list the variety you want please write us as we expect to have several other kinds as growers continue to bring in high germinating seed.

Dubay Seed Disinfectant

SEMESAN, JR. For seed corn.

| | |
|-------------|--------|
| 4 oz. tin | \$.50 |
| 1 lb. tin | 1.75 |
| 5 lb. tin | 8.00 |
| 25 lb. pail | 31.25 |

Use 2 ounces per bushel of seed. Costs less than 3c per acre.

SEMESAN BEL. For seed potatoes.

| | |
|-------------|--------|
| 4 oz. tin | \$.50 |
| 1 lb. tin | 1.75 |
| 5 lb. tin | 8.00 |
| 25 lb. pail | 31.25 |

Use one pound to 16 bushels of small or cut seed, or to 22 bushels of whole or large cut pieces.

CERESAN. For wheat, oats, barley and other cereals.

| | |
|-------------|--------|
| 8 oz. tin | \$.50 |
| 1 lb. tin | .75 |
| 5 lb. tin | 3.00 |
| 25 lb. pail | 12.50 |

For wheat, rye and sorghum use 2 ounces per bushel. For oats and barley use 3 ounces per bushel.

You can order the above disinfectants right along with Scott's Seeds and have them come in the same bags. Owing to the present postal regulations this material cannot be sent by parcel post as it is classed as a poison. Therefore if you order it separately it will be necessary for us to ship by express or freight collect.

VELVET BARLEY YIELDS WELL.

The Ohio Experiment Station has been making barley variety tests. It is encouraging to notice that in practically every test conducted through the years 1926 to 1929 the Velvet variety has yielded as well or better than the ordinary Oderbrucker type. In 1928 tests at Wooster, Oderbrucker yielded

LOW CLOVER PRICES FEATURE THIS SEASON

HARDY SEED IS AVAILABLE

The best "farm relief" that we have so far witnessed is the very low price on clover seeds. Home grown red, mammoth, alsike can be purchased at about one-third less than the lowest prices in recent years.

Even more important, the quality of the seed is better and you can secure seed grown in the regular producing sections. During the past few years the far west has been the source of supply, with the result that much clover was sown which was not adapted to the territory in which it was planted. Now, however, there will be no reason for anyone buying seed other than that produced in Ohio, Indiana or Michigan, which has proven to be the hardiest and most free from disease of any clover grown.

36.5 bushels while Velvet yielded 42.1 bushels per acre.

Velvet Barley should not be confused with beardless barley. The former is bearded but it has smooth awns so that it is as satisfactory to handle as the beardless. We have a limited supply to offer again this season. For greatest safety the seed should be treated with Ceresan, the DUBAY disinfectant.

Scott's Seed Guide Is "On the Air"

Scott's 1930 Seed Guide is being introduced to the farm radio audience over stations WTAM and WAIU. As a result of this new publicity hundreds who have seed to buy are writing for the Guide. Its circulation and the use of Scott's Seed will thus be greatly increased. This means that we can sell on a still smaller margin of profit and furthermore that larger harvests and fewer weeds will appear on those farms affected. Incidentally you and our thousands of other good friends may also help the cause along. Tell those who farm extensively in your section about Scott's Seed Guide. Better still, send us their names and we'll mail them copies. The seed dollar of every purchaser will go farther after he has read this book and incidentally it should result in fewer weeds in the neighborhood.

By the way, we hope you have read your own copy of the 1930 Guide clear through. We've already received scores of complimentary letters about its value.

RED CLOVER. Our orders are now being filled with the cream of the crop, beautiful seed that is practically free from weeds and waste matter. One customer who has already received his seed was so enthusiastic about it that he wrote: "I think it is the finest seed I ever looked at." We are filling orders with seed that averages 99.75% to 99.90% purity.

MAMMOTH CLOVER. As is our policy we guarantee our Mammoth to be "true to name." It is priced just a little above red clover as all true Mammoth must be. Also tests 99.75% purity.

ALSIKE. We can scarcely remember the last time it was possible to offer Ohio grown alsike. However, we have it this year and it is wonderful seed. Just a little bit off color but of high purity and free from weeds. Remember, alsike is small and goes a long way in seeding.

SWEET CLOVER. Seed of good quality but not as cheap in comparison to red clover as in former years. We can furnish either the scarified or unscarified seed at the same price.

ALFALFA. Because of the abundance of red clover, low prices were expected in alfalfa. However, the crop proved quite short and while considerably lower than last year, alfalfa is selling above red clover. We have seed this year from our favorite districts—Kansas and South Dakota. Neither section has had a good crop for several years. Our seed is genuine as it was bought direct from the grower.

Read What Purchasers of our 1930 Clover Say About It -

Some early buyers have already received their 1930 seed requirements from us. They are enthusiastic about the clover seed we are sending them, as they have reason to be. It surely is beautiful seed.

"The 25 bushels of clover seed I ordered from you came in fine shape. I think it is the finest seed I ever looked at. I compared it with some seed I had left over from seeding last season and there certainly is a big difference in clover seed. Whenever I want good seeds I will know where to order."

—Mr. Wm. Porterfield, Gap Mills, W. Va.
January 20, 1930.

"About eight or ten years ago I bought my first seed of you and used nothing else since that time. Always got what I wanted. My neighbors have seen that I was getting clover seed when they got none, so they decided to order clover seed along with me. Got the order up to fourteen bushels now. The fourteen bushels of clover seed came through all O. K."

—Mr. George Markle, Orangeville, Pa.
January 23, 1930.

"Received the 6½ bushels of Mammoth Clover seed today. It is certainly fine seed, far better than we can buy here for more money."

—Mr. Lowell G. Biegel, R. 4, Oak Hill, Ohio.
January 22, 1930.

"Have received the grass seed I ordered from you and have just examined each kind of seed and found them to be the best lot of seed I ever looked at. I have used your seeds for a number of years and found them to be just as you represent. I hereby take pleasure in complimenting you on your high standard of doing business. Thank you for your courteous and prompt shipments. You will hear from me when I am in need of more seed."

—Mr. James W. Mitchell, Tague, W. Va.
January 30, 1930.

NEIGHBORS FALL IN LINE

Every year a large percentage of our customers get their neighbors to join with them and make up a club order for Scott's Seeds. This is a convenient arrangement for several reasons. Ofttimes they actually save money because each man's individual order might not amount to 300 pounds and he would therefore have to pay the freight. Even more important, it insures good seed being sown in the neighborhood and fewer weeds along the line fence. We handle these orders carefully and sack and tag each person's order so that it is not necessary to weigh them up on arrival or sort them out in any way. Why not talk this over with your friends who need field seeds?

O. M. SCOTT & SONS CO.



Marysville, Ohio